

## Message Text

UNCLASSIFIED

PAGE 01 CARACA 01018 281850Z

15

ACTION ARA-10

INFO OCT-01 ISO-00 CU-04 EB-07 /022 W

----- 069654

R 281731Z JAN 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 1735

INFO USIA WASHDC

UNCLAS CARACAS 1018

FOR: STATE FOR FISHLOW/ARA AND CU/ARA; USIA FOR ICS/DA AND  
ILA/RODGERS

E.O. 11652: N/A

TAGS: EGEN, TECH, VE

SUBJ: TRANSFER OF TECHNOLOGY SEMINAR AND FOREIGN TRADE  
SEMINARS

REF: CARACAS 12681 AND 354. USIA 29209 CIRCULAR; STATE 29478;  
USIA 1684; CARACAS 11577 C; FLEMING/FROECHILCH AND FLEMING/  
WILEN TELCONS OF JANUARY 20.

1. THE TWO SEMINARS HAVE BEEN SCHEDULED TO RUN BACK-TO-  
BACK DURING THE PERIOD MARCH 22-25. DEPUTY ASSISTANT FISHLOW  
WILL BE ACCOMPANIED ON THE TWO PROGRAMS BY SPECIALISTS WITHIN  
THE FIELDS OF TRADE AND TECHNOLOGY. POS WILL AIM FOR A CANDID  
EXCHANGE OF VIEWS AND INFORMATION DURING EACH OF THE SEMINARS.

2. AS SPEAKERS ARE CHOSEN TO PARTICIPATE IN THE TWO SEMINARS,  
LECTURE-DISCUSSION TOPICS WILL COME INTO CLEARER FOCUS ACCORDING  
TO THE EXPERTISE AND INTERESTS OF THE SPEAKERS. WE WILL SUGGEST  
TOPICS BELOW, BUT REMAIN OPEN TO SUGGESTIONS WHICH WILL MAKE  
THE SEMINARS MORE EFFECTIVE. COORDINATION BETWEEN FISHLOW AND  
OTHER SPEAKERS WILL BE NECESSARY TO FINALIZE THE PROGRAM AND  
TO ROUND OUT THE SCHEDULES SKETCHED BELOW.

3. FOREIGN TRADE SEMINAR (MARCH 22-23)-TO BE COSPONSORED  
BY THE VENEZUELAN EXPORTERS' ASSOCIATION (AVEX) AND TAKE PLACE  
AT THE ORGANIZATION'S HEADQUARTERS. IN ADDITION TO FISHLOW,  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 01018 281850Z

WE SUGGEST THAT A SPEAKER BE RECUITED FROM THE PRESIDENT'S

OFFICE OF THE SPECIAL TRADE REPRESENTATIVE. A REPRESENTATIVE FROM THE DEPARTMENT OF TREASURY, COMMERCE OR AGRICULTURE MIGHT BE AN APPROPRIATE THIRD SPEAKER. THE AUDIENCE WILL BE COMPRISED OF AVEX MEMBERS AND REPRESENTATIVES OF THE VENEZUELAN-AMERICAN CHAMBER OF COMMERCE. THE SEMINAR WOULD BE COMPOSED OF TWO SESSIONS ON EACH DAY. SUGGEST TOPECS FOR THE SPEAKERS ARE:

- (A) "SUGGESTIONS ON DEVELOPMENT OF AN EXPORT STRATEGY"
- (B) "HOW TO SELL IN THE US."
- (C) "TARIFF AND NON-TARIFF BARRIERS TO EXPORTING TO THE US."
- (D) "TECHNIQUES FOR TRADE PROMOTION"
- (E) "THE ROLE OF LDC'S IN MULTILATERAL TRADE NEGOTIATIONS"
- (F) "VENEZUELA GATT MEMBERSHIP"

4. TRANSFER OF TECHNOLOGY SEMINAR (MARCH 24-25)-AUDIENCE WILL INCLUDE REPRESENTATIVES OF NATIONAL INSTITUTE FOR EDUCATIONAL COOPERATION (INCE), SUPERINTENDENCY OF FOREIGN INVESTMENT, OFFICE OF THE MINISTER OF STATE FOR INTERNATIONAL ECONOMIC AFFAIRS, CENTRAL UNIVERSITY, FOREIGN MINISTRY, NATIONAL COUNCIL ON SCIENCE AND TECHNOLOGY (FONICIT), PRESIDENT'S OFFICE FOR PLANNING AND COORDINATION (CORDIPLAN), AND MINISTRY OF DEVELOPMENT. THE POST EXPECTS THAT DR. HERBERT HOLLOMON OF MIT WILL BE SECOND SPEAKER. CU/ARA IS RECRUITING THIRD SPEAKER FOR PROGRAM, POSSIBLY ROBERT ARNOVE OF INDIANA UNIVERSITY. TWO SESSIONS WOULD BE SCHEDULED FOR EACH DAY. TOPICS COULD INCLUDE:

- (A) "EDUCATION AND NEEDS FOR PROFESSIONAL MANPOWER"
- (B) "INDUSTRIAL INNOVATION IN DEVELOPED AND DEVELOPING COUNTRIES"
- (C) "DECISION 24 AND THE TRANSFER OF TECHNOLOGY"
- (D) "GAINING ACCESS TO INFORMATION ON TECHNOLOGY"
- (E) "THE ROLE OF THE PRIVATE SECTOR IN THE TRANSFER OF TECHNOLOGY"

YOUR REACTION TO THE TOPICS, THE ORGANIZATION OF THE SEMINARS, AND YOUR FURTHER SUGGESTIONS WOULD BE APPRECIATED.

5. FOR ICS/DA-THE TENTATIVE DATES FOR THE TECHNOLOGY SEMINAR WERE SLECTED BECAUSE OF THE ANNOUNCED AVAILABILITY  
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 CARACA 01018 281850Z

OF VOLSPKR HOLLOMON. WE REQUEST THAT YOU CONTACT HIM BY PHONE IN THE MIDDLE EAST TO CONFIRM ASAP HIS PARTICIPATION BEFORE HIS RETURN IN MED-FEBRUARY.

6. FOR CU/ARA- PLEASE SEND ARNOVE BIO-DATA ALONG WITH INFORMATION ON SECOND POTENTIAL AMSPEC. IF HOLLOMON PARTICIPATES, WE WILL SELECT ONLY ONE OF YOUR NOMINATIONS. ALSO, PLEASE CONTACT FISHLOW TO COORDINATE RECRUITMENT OF

USG REPRESENTATIVES FOR TRADE SEMINAR.  
SHLAUDEMAM

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TECHNOLOGICAL EXCHANGES, FOREIGN TRADE, SEMINARS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976CARACA01018  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760033-0691  
**From:** CARACAS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760115/aaaaamkh.tel  
**Line Count:** 117  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 CARACAS 12681, 76 STATE 29478  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** RowellE0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUN 2004 by barnescd>; APPROVED <26 JAN 2005 by RowellE0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRANSFER OF TECHNOLOGY SEMINAR AND FOREIGN TRADE SEMINARS  
**TAGS:** EGEN, TECH, VE  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006